

Gold Key-Russia Explorer Program

Northwest Russia Summer 2002 Schedule

*** Enjoy White Nights, Explore Business Opportunities in ***

Vologda - Novgorod - Komi Republic

The U.S. Commercial Service of the American Consulate General in St. Petersburg, in cooperation with a number of regional Chambers of Commerce and Industry in NW Russia, are pleased to announce our **Summer 2002 Gold Key-Russia Explorer Programs (GK-REP)**. We invite U.S. business executives and Russian distributors of American products/services to accompany our Consulate Team to the following regions of NW Russia. *(For more about these regions, please see www.buyusa.gov/russia/en and www.bisnis.doc.gov)*

June 10-11

(Mon-Tues)

VOLOGDA Coordinator: Marina Kamayeva (7-812) 326-2583

The region, accounting for almost 2% of Russia's industrial output, is well-known for its iron and steel, mineral fertilizers and timber products. Other major industries include food processing/packaging, machine building, metalworking, pulp and paper, and woodworking. Opportunities exist for U.S. suppliers of equipment in these sectors. Vologda Region's credit rating recently ranked as the tenth in Russia and first in for financial independence. Was one of the first regions to pass a regional legislation providing incentives for investors.

July 10-11

(Wed-Thurs)

NOVGOROD Coordinator: Misha Minkevitch (7-812) 326-2580

Basic industries are chemicals, forestry, wood processing, radio-electronics, machine building and metal manufacturing, and production of refractory materials. Location between Moscow and St. Petersburg, combined with historical significance, provides tourism potential. Opportunities exist for U.S. suppliers of food processing and packaging equip, food products, telecom equip/services, chemical supplies and equip, forestry and woodworking, energy saving equipment, etc. The administration's investment priorities are an electrical power plant, pulp/paper mill and a waste management/recycling facility. Briefing possible on tax privileges.

September 4-5

(Wed-Thurs)

KOMI Rep. (Syktyvkar + Ukhta) Coordinator: Alexander Kansky (7-812) 326-2581

Leading sectors are oil, gas, coal and wood. Several major oil and gas pipelines pass through the region. Opportunities exist for U.S. suppliers of oil/gas equip and services; forestry, woodworking and pulp & paper equipment; -construction/mining equipment; and electric power systems. Administration's investment priorities include electric power plants, railroads and exploration of minerals. Extensive resources and positive finances and trade balances create favorable environment for trade and investment.

The **Gold Key-Russia Explorer Program** is designed to provide you, our client, with a full schedule of one-on-one business appointments. Our objective is to provide you with what you need: if you wish to meet with local government officials, please tell us. If your interest is strictly finding distributors, or exploring direct sales opportunities, let us know that. The appropriate Specialist on my staff will work with our regional partners to customize your program, pre-qualify your appointments and will accompany you to your meetings.

The minimal participation fee for each GK-REP is \$750 and includes briefings by local officials and host organizations (as requested), your full schedule of meetings, translation services as needed, local ground transportation, and assistance with hotel reservations. (Of course, the GK-REP and the traditional Gold Key Service are available in St. Petersburg and Leningrad Region at your convenience.)

*Simply fill out the form below and E-mail or fax it back to us, and we will send you a Participation Agreement. Our fax number is **+7 (812) 326-2561**. For more information, please contact us at: stpetersburg.office.box@mail.doc.gov*

The earlier you let us know about your interest, the more time we will have to perfect your schedule! I hope you can join us in Northwest Russia this summer!

Sincerely,

Michael Richardson

Consul, Principal Commercial Officer

===== **Our Fax is 7-812-326-2561** =====

Name:

Title:

Organization:

Number of employees (approx. total):

Have you done business in Russia before? (yes _____ no _____)

Briefly describe your product/service: _____

Does your product/service contain at least 51% U.S. content? (yes _____ no _____)

Address (Street, City):

(State/Country, Postal/Zip Code):

Phone/Fax:

E-mail/Website:

I'm interested in GK-REP(s) in: **Vologda** _____ **Novgorod** _____ **Komi** _____ (please ✓ one or more)

Please indicate any specific companies or persons you would like to meet with in the regions you have checked:

The U.S. Commercial Service - International Trade Administration - U.S. Department of Commerce